stille is conceded to be the sterprising as well as the most day in the interior of Flor a is located in the very center Saie, ball way between the Atsuch tertility as to be capable mg a great variety of crops; heart of the truck-growing, an and naval steres pelt. Since best educational advantages. State, good churches, with which are superior to any in size in Florida, with large \$150,000. which caused be excelled for at pleasure. All these natural combined with a progress

are many natural attractions na and Lake Newman, all of ture. resched by private convey-

Park Stock Farm, the largest live stock farm in the State, eight miles west of the city reached by a good hard road, a most pleasant drive. ormers of Alachua county, of sinesville is the county seat, home and board at the same The temperature is very uniarcely ever reaching the nine summer or the twenties in The population of Gainesville

eight thousand, representing every nationality on the face earth, and strangers always h a hearty welcome. siversity of Florida for young the National Agricultural La Station are located within

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One semi-weekly newspaper. Five life insurance agencies. Two fertilizer manufactories. Five fire insurance agencies. Two livery and feed stables. One crate and basket factory. One Elks' Club reading room. Hardwood Manufacturing Plant. Agricultural Experiment Station. The Diocesan School of Florida, Florida Winter Bible Conference. Five dressmaking establishments. National Odd Fellows' Sanitarium. Inces dudertaking establishments.

Two of he best hotels in the in terior. wholesale grain and feed Two

stores. wholesale grocery establish Two ments. Water "that has made Gainesville

famous. The finest opera house in the State

outside of Jacksonville A Government building now being crected to cost when completed

Carpenters. masons, plasterers painters, printers, machinists and la-boring mea galore.

More miles of paved streets and Office Over Dutton Bank. Phone 286 granolithic sidewalks than any other Gainesville, Fla. enterprising cosmopolitan granolithic sidewalks than any are sure to make a big town in the interior of the State.

Am \$85,000 court house built of brick and stone a beautiful structure and preximity to the city, seme of the laws, flower beds, shrubbery, are Alachua Sink, Paine's Confederate monument, etc., surround the Devil's Mill Hopper, War- ing it, make it a most attractive pic-

### OFFICIAL DIRECTORY.

State Officers:

Governor-A. W. Gilchrist, Talla-

Secretary of State-H. Clay Crawford, Tallahassee. Comptroller-A. C. Croom, Talla-

Treasurer-W. V. Knott, Tallahas-

Attorney-General-Park M. Tramnell, Tallahassee.

Commissioner of Agriculture-B. E. McLin, Tallahassee.

Supt. of Public Instruction--Wm. M. Holloway, Tallahassee.

Railroad Commissioners-R. Hudson Burr, Chairman; Newton A. Blitch, Royal C. Dunn. W. C. Yon, secretary. All communications should be addressed to Tallahassee.

President of the Senate--F. M. H"dson, Miami.

## County Officera:

Clerk and Auditor-S. H. Wienges, FERDINAND BAYER, **Jainesville** 

Supt. Public Instruction-Dr. J. L. Kelley, Gainesville.

Sheriff-P. G. Ramsey, Gainesville. County Judge-H. G. Mason, Gainesville.

Tax Assessor-W. W. Colson, Gaines ·ille.

Tax Collector-W. D. Dickinson, Gainesville. Treasurer-J. D. Matheson, Gaines-

Supervisor Registration-J. C. Mc Grew, Gainesville.

County Commissioners-John G. Campier, Chairman, Hague; J. F. Fownsend, Campville; J. W. May, Archer: Chas. W. Summers, Trenton; O. P. Cannon, Gainesville.

Members School Board-R. B Weeks, Chairman, Hawthorn; J. w Moudy, LaCrosse; G. W. Miller,

State Senator-H. H. McCreary, Galnesville Rembers House Sys. I. Carter Onlacevillo; T. A. Doke, Santa Pe.

City Officeres Mayor Horatio Davis. Marshal Chas. M. Dell. Tax Assessor-W. M. Bradford. Tax Collector-T. B. Ellis, Sr. Clerk and Treasurer-J. Maxey Dell

City Attorney-R. E. Pavis. Board of Aldermen-G. K. Brooms President; S. J. Burnett, H. L. Phifer, H. S. Graves, C. A. Colclough, W. T. Pound, J. A. Goodwin.

Board of Public Works-H. E. Taylor, Chairman; W. W. Hampton, secre tary; H. F. Dutton, B. J. Baird, J. H.

to take Cardul, for your female troubles, because we are sure it will help you. Remember that this great female remody-

has brought relief to thousands of other sick women, so why not to you? For headache, backache, periodical pains, female weakness, many have said it is "the best medicine to take." Try it i Sold in This City

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OSTEOPATHIC PHYSICIAN

Gainesville, Florida.

Office 201 E. Main St., North, Telephone 125. Office hours 9 to 12, 2 to 5, and by appointment. Graduate of American School of Osteopathy under founder of system, Kirksville, Mo.

DR. J. D. L. TENCH.

DENTIST,

Gainesville, Florida

Mice-Rooms 1 and 2, Graham Building. Office hours: 8 to 13 a. m. 1 to 5 p. m.

C. G. MIXSON,

DENTIST.

Gainesville, Fla.

DR. DEVERE B. MORRIS. ....DENTIST\_\_\_

Office over Gainesville National Rami Phone 300.

DR. J. H. ALDERMAN.

Office over Dutton & Co's, Bans Phone 280, Gainesville, Fig.

T C. ADRINS

Attorney-at-Law.

Porter Block.

Gainesville ---

W E. BAKER,

ATTORNEY-AT-LAW,

SOLICITOR IN CHANCERY.

GAINESVILLE, Alachua Co., FLA Office in Haymans Block,

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Oan sell your sity property, (imb proved and unimproved), phosphatel trucking and farming lands. Send him a list of what you offer for sale. 2142m

J. A. CARLISLE,

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**VOYLE & VOYLE** 

**Dwellings**, Lots

GAINESVILLE, FLA.

LIST YOUR PROPERTY WITH US

To all Lands in Alachua County on short notice

ABOUT ADVERTISING-NO. 6

# If It Fits You Wear This Cap

By Herbert Kaufman

Advertising isn't a crucible with which lazy, bigoted and incapable merchants can turn incompetency into success—but one into which brains and tenacity and courage can be poured and changed into dollars. It is only a short cut across the fields-not a moving platform. You can't "get there" without 'going some."

It's a game in which the worker-not the shirker gets rich.

By its measurement every man stands for what he is and for what he does, not for what he was and what he did.

Every day in the advertising world is another day and has to be taken care of with the same energy as it's yesterday.

The quitter can't survive where the plugger has a ghost of a chance.

Advertising doesn't take the place of business talent or business management. It simply tells what the business is and how it is managed. The snob whose father created and who is content to live on what was handed to him can't stand up against the man who knows he must build for himself.

What makes you think that you are entitled to prosper as well as a competitor who works twice as hard for his prosperity?

Why should as many people come to your store as patronize a shop that makes an endeavor to get their trade and shows them that it is worth while to come to its doors?

Why should a newspaper send as many customers to you in half the time it took to fill an establishment which advertised twice as long and paid twice as much for its publicity?

This is the day when the best man winsafter he proves that he is the best man-when the best store wins, when it has shown that it is the best store—when the best goods win, after they've been demonstrated to be the best goods.

If you want the plum you can't get it by lying under the tree with your mouth open waiting for it to drop-too many other men are willing to climb out on the limb and risk their necks in their eagerness to get it away from you.

It is a man's game—this advertising—just hanging on and tugging and straining all the time to get and keep ahead. It is the finite expression of the law of competition which sits in blind-folded justice over the markets of the world.

(Copyright, 1988, by Tribune Company, Chicago.)

## "That Which Is Worth Having Is Worth Advertising For"

The old adage that what is worth having is worth asking for is still true-true of the more intricate life of today.

The thing you want-whether it is a used plane or a home, whether it is a ready-made business or a lost pocketbook-is obtained readily through advertising, and with difficulty, or not at all, through other means.

Advertise in THE SUN